



Got to Be NC Directory

Food Processing Sources, Foodservice Distributors, and Grocers for Condiment Producers



N.C. Department of Agriculture & Consumer Services

Marketing Division

April 2008



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Introduction

To: Our New Condiment Entrepreneurs
From: NCDA&CS Marketing Staff

This directory provides a variety of information for review as you decide the best plan to develop, process and market your sauce.

There are hundreds of sauce brands in North Carolina, and all have a unique taste, ingredient list or fascinating story to tell. Starting your own food business can be challenging, fun, and hard work and this guide should help you determine the best course of action.

Things to consider:

- Develop your recipe and take advantage of the food expertise offered by the NCSU Food Science department (www.ces.ncsu.edu/depts/foodsci/ext/programs/ncfood/)
- Consult with NC Food & Drug for safety requirements (<http://www.agr.state.nc.us/fooddrug/>)
- Develop a business plan and understand all the costs that you may incur
- Decide will this product be a hobby or will you spend time to build the brand to compete on a major level
- Understand the competition you will encounter
- Determine a price point that makes this endeavor feasible
- If you target grocery stores, how will the product be distributed?
- Will you be able to sample the product regularly to gain new customers?

This directory offers information on suppliers as well as the various grocers, foodservice distributors and others who you may contact about your product. When contacting grocers, you should talk to the category managers and/or buyers of condiments and sauces. Ask for the purchasing director or condiment buyer at foodservice distributors.

If you need further assistance, please contact the domestic marketing staff at (919)733-7887.

Bottlers and Co-Packers

- Bobbee's Bottling
Mr. Jack Pyritz
3959 NC Hwy 39 South
Louisburg, NC 27549
(P) 919.496.4286
(F) 919.496.5931
www.bobbeesbottling.com

- Golding Farms Foods
Mr. Tony Golding
6061 Gun Club Road
Winston-Salem, NC 27103
(P) 336.766.6161
(F) 336.766.3131
www.goldingfarmsfoods.com
**** Kosher Approved Bottler****

- Quinn Specialty Products
Mr. John Quinn
603-B N. Ashe Ave.
Dunn, NC 28334
(P) 910.892.0832
(F) 910.892.1192
**** Kosher Approved Bottler****

- The Wizard's Cauldron
878 Firetower Road
Yanceyville, NC 27379
(P) 336.694.5665
(F) 336.694.5284
www.wizardscauldron.com
**** This plant bottles Organic only****

- Thomas Gourmet Foods
P.O. Box 8822
Greensboro, NC 27419
(P) 336.299.6263
(F) 336.299.7852
www.thomassauce.com

Developing a Food Business Frequently Asked Questions

- Who regulates food I would sell?
- Can I sell food made in my home kitchen?
- Could I have someone else produce my food for me to sell?
- Who can help me determine whether I should build a home kitchen, or have a co-packer produce my product?
- Can I produce foods in my home and cater them to other homes or for parties?
- Can my home recipe be used to manufacture the food?
- Where can I get help with labeling and nutritional labeling?
- What assistance is available from NC State?

Answers available at:

<http://www.ces.ncsu.edu/depts/foodsci/ext/programs/ncfood/faq.html>

Packaging Suppliers

- Penn Bottle and Supply Co.
3800 Rose Lake Drive
Charlotte, NC 28217
(P) 704.583.0045
(F) 704.583.0047
www.pennbottle.com
Glass, Plastic Bottles & Jars, Metal & Plastic Jars
- TricorBraun
1327-A wood branch drive
Charlotte, NC 28241-7268
(P) 704.588.6770
(F) 704.588.9607
www.tricorbraun.com
Glass, Plastic, Metal, Jars
- Freund Container
4200 Commerce Court Suite 206
Lisle, IL 60532
(P) 800.363.9822
(F) 800.423.7545
www.freundcan.com
Glass, Plastic, Metal, Bottles, Jars, Boxes, Bags
- Arkansas Glass Company
PO Box 1717
Jonesboro, AR 72403
(P) 800.527.4527
(F) 870.268.6213
www.agcc.com
Glass
- Corrugated Container Corp. NC
301 Thomas Mill Road
Holly Springs, NC 27540
(P) 919.567.0800
(F) 919.567.0030
www.cccbox.com
Boxes, POP Displays
- www.spraybottles.com
(P) 888.777.2988
Bottles, Sprayers, Caps
- Hodges Insurance Agency, Inc.
120 North Main Street
Louisburg, NC 27549
(P) 919.496.5155
(F) 919.496.2723
www.hodgesinsurance.com
- Insurance People of NC
1920 Front Street, Suite 750
Durham, NC 27705
(P) 919.383.0442
(F) 919.382.3378

Insurance Companies

** Both companies provide Product Liability Insurance & Recall Coverage. Check with your current insurance agent to see what options are available.

Packaging & Label Printers

- A.P.I Graphics
100 Pendleton Street PO Box 2747
High Point, NC 27261
(P) 336.885.9041
(F) 336.885.4675

- CGP, Inc.
501 Atkinson Street
Clayton, NC 27520-2155
(P) 919.585.0100
(F) 919-585-0110
www.cgplabels.com

- OPC Packaging Corp.
320 Perimeter Point Blvd
Winston Salem, NC 27105
(P) 800.381.3649
(F) 336.661.3313
www.opcpackaging.com

- Burkhead-Devane, Inc.
407 Cumberland St.
Fayetteville, NC 28301
(P) 800.633.2450 or 910.483.1168
(F) 910.483.4754
www.burkheaddevane.com

- Riverside Printing
1131 Atlantic Avenue
Rocky Mount, NC 27804
(P) 252.977.3820 or 866.446.1981
(F) 252.977.1289
www.riversideprint.com

- Logo Label Printing
6708 Westborough Drive
Raleigh, NC 27612
(P) 919.782.9966
(F) 919.782.9961
www.logolabelprinting.com

- Wright of Thomasville
5115 Prospect Street
Thomasville NC 27360
(P) 800.678.9019
(F) 336.476.8554
www.wrightlabels.com

About the Goodness Grows in NC Marketing Program

- Started in 1985
- Promotes top-quality products that are grown and/or processed in N.C.
- Products range from fresh produce and seafood to processed foods and nursery products.
- Currently there are over 1,400 members.
- The goal of the program is to increase the awareness and availability of NC products to consumers, retail and foodservice industries.

About the Got to Be NC Campaign

- The campaign was developed in 2005 to enhance the Goodness Grows in NC program.
- The Got to Be NC message is promoted on numerous radio, TV, print and web ads across the state.
- Co-operative promotions with major grocers, foodservice distributors and restaurants increase the sales of NC products.
- Special promotional events such as the Got to Be NC Tent at the NC State Fair, the NC Food Expo at the Got to Be NC Festival, and the Flavors of Carolina shows, are organized for GGINC members to promote their products.

Supermarket & Grocery Chains

COMPANY	ADDRESS	City	State	Zip	PHONE
Aldi Foods (773 stores)	1200 N Kirk Rd.	Batavia	IL	60510	(630) 879-8100
Bo's Supermarkets (11 stores)	301 N Pine St.	Lumberton	NC	28358	(910)739-5137
Capital City Grocery (1 store)	10 West Franklin St.	Raleigh	NC	27601	(919)833-7096
Carlie C's IGA (9 stores)	3695 US Highway 301 N	Dunn	NC	28334	(910)892-4124
Earth Fare (11 stores)	300 Ridgefield Court Suite 318	Asheville	NC	28806	(828) 281-4800
Farm Fresh (40 stores)	853 Chimney Hill Shopping Ctr	Virginia Beach	VA	23452	(757)306-7006
Food Lion (1,228 stores)	2110 Executive Drive	Salisbury	NC	28147	(704) 633-8250
Fred's Food Club (4 stores)	101 Nashville Rd	Rocky Mount	NC	27802	(252)977-2185
Fresh Market (47 stores)	628 Green Valley Rd Ste 500	Greensboro	NC	27408	(336) 272-1338
Harris Teeter (144 stores)	701 Crestdale Rd	Matthews	NC	28105	(704) 844-3100
Hill's Food Stores (5 stores)	1622 S Madison St	Whiteville	NC	28472	(910)642-6044
Ingles Markets (198 stores)	2913 US 70 Hwy	Asheville	NC	28711	(828) 669-2941
Kroger Co. (3,302 stores)	1014 Vine St	Cincinnati	OH	45202	(513)762-4000
Lowes Foods (110 stores)	1381 Old Mill Cir	Winston Salem	NC	27103	(336)659-0180
Piggly Wiggly (3 stores)	12536 Sanford St.	Bailey	NC	27807	(252)235-3261
Triangle Food Mart (2 stores)	1298 N Highway 16	Denver	NC	28037	(704)483-3490
Wal-Mart Supercenter (1,929 stores)	702 SW 8th Street	Bentonville	AR	72716	(479)277-9187

Convenience Store Chains

COMPANY	ADDRESS	City	State	Zip	PHONE
Beasley Enterprises (43 stores)	326 NC Highway 42 W	Ahoskie	NC	27910	(252)332-5021
exprezit! Convenience Stores (124 stores)	6320 Quadrangle Dr Ste 200	Chapel Hill	NC	27517	(919)477-4200
Holmes Oil (19 stores)	100 Europa Dr Ste 550	Chapel Hill	NC	27517	(919)929-9979
Kingsway Enterprises (18 stores)	901 N. Marietta St.	Gastonia	NC	28054	(704) 864-0401
Four Brothers Food Stores (32 stores)	20 W 32 nd St	Winston Salem	NC	27105	(336)757-7600
Four Seasons Triangle (11 stores)	751 Ashe St	Hendersonville	NC	28792	(828)692-0247
Petro Express (66 stores)	3925 Stuart Andrew Blvd	Charlotte	NC	28217	(704)525-4850
Propst Brothers Distributors (9 stores)	829 Davidson Dr NW	Concord	NC	28025	(704)788-2102
Sav-Way Food Stores (Rainwater Gas & Oil) (19 stores)	830 N McQueen St	Florence	SC	29501	(843) 662-1525
Li'l Thrift Food Marts (59 stores)	1007 Arsenal Ave.	Fayetteville	NC	28305	(910)433-4490
Market Basket Food Stores (18 stores)	393 3 rd Ave SW	Taylorsville	NC	28681	(828)632-9230
Mid-state Petroleum (20 stores)	4192 Mendenhall	High Point	NC	27261	(336)841-3000
Mountain Energy (18 stores)	288 Riverside Dr	Asheville	NC	28801	(828)253-2321
M.M. Fowler (83 stores)	4220 Neal Rd	Durham	NC	27705	(919)309-2925
Wilcohes (305 stores)	5446 University Parkway	Winston Salem	NC	27105	(336) 767-6280

Wholesale Grocers

COMPANY	ADDRESS	City	State	Zip	PHONE
Adams Wholesale Co. (400 units served)	101 Nashville Rd	Rocky Mount	NC	27803	(252)977-2185
Asheboro Wholesale Grocery (480 units served)	228 W Ward St	Asheboro	NC	27203	(336)625-5570
BJ's Wholesale Club (116,000 units served)	1 Mercer Rd	Natick	MA	01760	(508) 651-7400
Coastal Wholesale (3,000 units served)	412 Park Ave	Kinston	NC	28501	(252)523-0101
H.T. Hackney Co. (1,500 units served)	1200 Burris Rd	Newton	NC	28658	(828)464-1010
J.T. Davenport & Sons (2,000 units served)	1144 Broadway Rd	Sanford	NC	27332	(919)774-9444
Merchants Distributors Inc. (815 units served)	5005 Alex Lee Blvd	Hickory	NC	28601	(828)323-4100
M.R. Williams Inc. (1,000 units served)	235 Raleigh Rd	Henderson	NC	27536	(252)438-8104
Nash Finch Co. (100 units served)	121 Cold Storage Rd	Lumberton	NC	28358	(910)739-4161
Reidsville Grocery Co. (400 units served)	1624 Freeway Dr	Reidsville	NC	27320	(336)349-4314
Sam's Club (5,000 units served)	608 SW 8 th St	Bentonville	NC	72712	(479)273-4000

Military Grocers

The Defense Commissary Agency (DeCA) operates a worldwide chain of commissaries providing groceries to military personnel, retirees and their families in a safe and secure shopping environment. Authorized patrons purchase items at cost plus a 5-percent surcharge, which covers the costs of building new commissaries and modernizing existing ones. Shoppers save an average of more than 30 percent on their purchases compared to commercial prices. Guide to doing business with DeCA is available at www.commissaries.com/business.cfm

COMPANY	ADDRESS	City	State	Zip	PHONE
DeCA Headquarters - the Defense Commissary Agency (284 stores worldwide)	1300 E. Avenue	Fort Lee	VA	23801	(804)734-8285

Foodservice Distributors

Foodservice distributors buy directly from food product suppliers and re-sell these products to restaurants, hotels, cafeterias, healthcare facilities, schools, colleges, etc.

COMPANY	ADDRESS	City	State	Zip	PHONE
Circle Eight Foods, Inc. (250 units served)	PO Box 15500	Asheville	NC	28813	(828) 254-1665
Classic Foodservice (300 units served)	1716 Camden Avenue	Durham	NC	27704	(919) 688-9663
EG Forrest (1,200 units served)	PO Box 228	Winston Salem	NC	27102	(336) 723-9151
H.T. Hackney (400 units served)	PO Box 478	Waynesville	NC	28786	(828) 456-8692
IFH (4,000-6,000 units served)	PO Drawer 2947	Hickory	NC	28603	(800) 800-0434
JT Davenport & Sons (500 units served)	1144 Broadway Rd.	Sanford	NC	27332	(919) 774-9444
M.R. Williams Inc. (500 units served)	PO Box 728	Henderson	NC	27536	(252) 438-8104
Moseley & Reece Inc. (500 units served)	PO Box 1208	Mount Airy	NC	27030	(336) 786-8366
Nichols Foodservice (1,000 units served)	PO Box 729	Wallace	NC	28466	(910) 285-3197
Orrell's Foodservice (1,000 units served)	9827 S. NC Hwy 150	Linwood	NC	27299	(336) 752-2114
Pate Dawson Company (1,000 units served)	PO Box 11179	Goldsboro	NC	27532	(919) 778-3000
Pride of the Morning (250 units served)	1510 Hampton Plaza Dr.	Kernersville	NC	27284	(336) 996-1045
Southco Distributing (350 units served)	PO Box 1897	Goldsboro	NC	27533	(919) 735-8012
Southern Foods (2,000 units served)	PO Box 26801	Greensboro	NC	27429	(336) 545-3800
Sysco Food Services of Charlotte (5,000 units)	PO Box 96	Concord	NC	28026	(704) 786-4500
Sysco of Raleigh (3,500 units served)	1032 Baugh Rd.	Selma	NC	27576	(919) 755-2455
Unique Food Company (250 units served)	3221-107 Durham Drive	Raleigh	NC	27603	(919) 779-5600
US Foodservice (5,000 units)	7801 Statesville Rd.	Charlotte	NC	28269	(704) 597-6816
US Foodservice (5,000 units)	PO Box 1248	Zebulon	NC	27597	(919) 404-4100